

# FY25 MW and Security CSP Voucher Pilot

---

Patricia O'Rourke, Facundo Maciel

Last Update: April 22nd, 2025

# Agenda



---

Program Overview

---

Voucher Criteria

---

Customer Nomination Process

---

Partner Eligibility

---

Onboarding Process

---

Helpful Links

# MW & Security CSP Voucher (Cloud Solution Provider) | Pilot Overview



Leverage this program to accelerate your eligible opportunities by positioning a limited time offer for deployment funds through eligible partners.

**Effective Period:** April 7, 2025 to June 30, 2025  
*(or earlier, if all vouchers have been claimed)*

## Offer Criteria

- CSP in New Commerce Only
- Corporate Commercial accounts WW (excludes Public Sector & SMB)
- Account must have an MSX opportunity with a closing date in FY25 and **Co-sell Partner attached** to opportunity
- Active, open new opportunity for ME3 and/or ME5
- Minimum opportunity 500 seats
- Purchasing Pricing Type=New. Excludes renewals.
- CSP Customers with annual commit and annual payment

This offer is to be used as a deal accelerant during pre-sales, the opportunity must be nominated and conditionally approved before the deal closes.

See full details and terms:  
[CSP Voucher Program Offer Terms](#)

More questions?



Contact [PXPartnerOnboarding@microsoft.com](mailto:PXPartnerOnboarding@microsoft.com) for questions or check for nomination status

# Voucher Criteria

## Eligibility

1. CSP in New Commerce Only
2. Only one CSP Voucher for Microsoft 365 claim allowed per TPID.
3. Only the transacting CSP partner can claim the Voucher. (but will honor customer choice)
4. Payment is subject to SOW and POE submission approval.
5. Nomination submitted and approved prior to deal close
6. Excludes public sector customers

## Voucher Value

- Voucher value: 8% of Year 1 CSP Estimated Retail Price (ERP) of ME3/ME5 on the opportunity once closed as won. Up to \$50k/voucher.
- Minimum deal size for M365 E3/E5 is 500 seats for Corporate Commercial accounts (SME&C Corporate) (excludes Public Sector & SMB)
- **Example Payout:** 500 ME3 (No Teams) Seats\*  
 $\text{ERP} = \$33.75 * 12 \text{ months} * 8\% =$   
**\$16,200 voucher**

## Award

- The voucher MUST be communicated to the customer during pre-sales once the voucher slot is confirmed
- Final approval occurs after revenue is booked and the deal has closed in MSSales
- Once awarded, the voucher must be claimed within six months
- 30% of the voucher value is paid to the partner once the Statement of Work (SOW) is accepted. 70% is paid based on Proof of Execution (POE) for finalized work signed off by the customer.
- No exceptions nor extensions available

# Customer Nomination & Approval Process



## Nomination

1. Sellers review list of eligible opportunities within MSX.
2. Seller Role includes, Specialist, Technical Specialist, AE, SSM, TSM
3. Sellers must ensure Co-sell Partner is attached to the opportunity
4. Partners not listed please see onboarding process
5. Eligible customers are nominated using the [Customer Nomination Form](#)
6. Nominations reviewed to check against eligibility criteria\* by the program team



## Approval

1. Approval or rejections are communicated within 1-2 business days
2. **Example Payout:** 500 ME3 (No Teams) Seats\*\*  
 $\text{ERP} = \$33.75 \times 12 \text{ months} \times 8\% = \text{\$16,200 voucher}$
3. Within 14 business days after deal closure of a conditionally approved nomination and MSX status updated as Won, account team representative must notify [mwdepoffersupport@microsoft.com](mailto:mwdepoffersupport@microsoft.com) to confirm win details and authorize release of voucher to the customer



## Customer Notification

1. Once the seller receives the Nomination Approval, can use the Deployment Offer Customer Letter to communicate offer.
2. Once landed revenue has been confirmed, voucher will be issued directly to the customer with Opportunity Owner cc'd



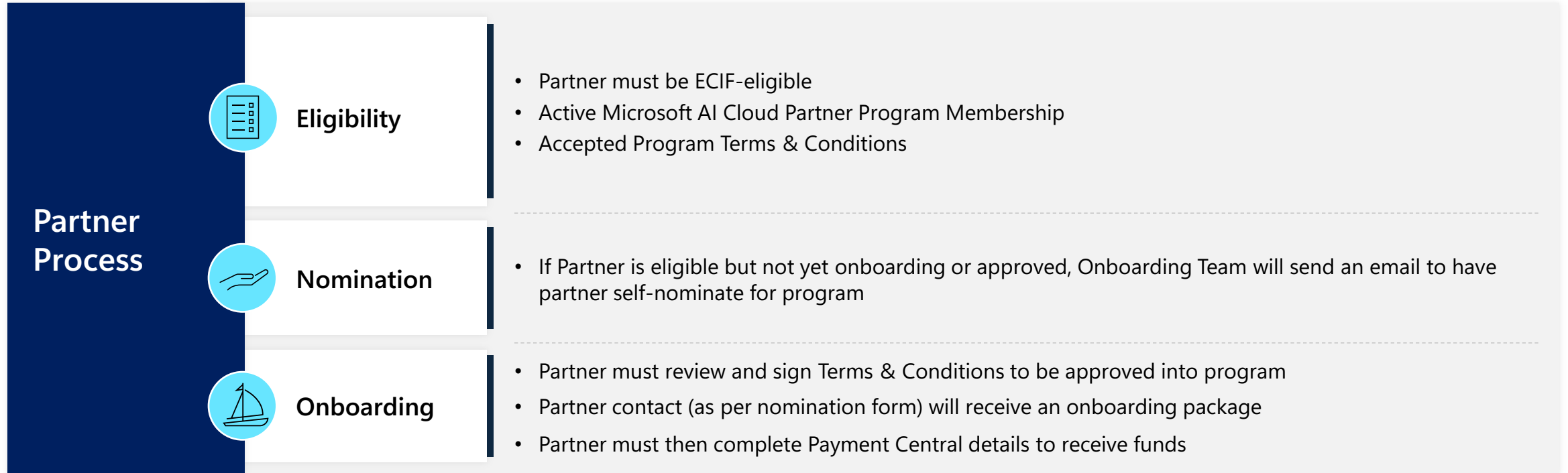
## Redemption

1. The partner is copied on voucher issuance to the customer
2. The partner starts the redemption process by submitting applicable documents
3. Vouchers must be redeemed by Partners **no later than 6 months after the voucher has been issued**

\*Includes compliance check for "Double Dipping"

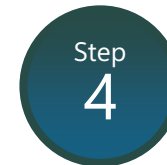
\*\*Program offer rules are subject to change throughout the fiscal year

# Partner Eligibility MW and Security CSP Voucher Pilot



\*Eligibility subject to change

# MW & Security CSP Voucher Partner Onboarding Process



## Nomination

Transacting partners will be invited to self-nominate

[Apply to a Program - FastTrack Partner Community Portal](#)

Required information for nomination:

- [Program Contact](#)
- [Program Email](#)
- [MPN ID](#)
- [Tenant ID](#)

Note: Nominations are processed weekly

## Redeem your invitation

Email invitation will come from:  
[PXPartnerOnboarding@microsoft.com](mailto:PXPartnerOnboarding@microsoft.com)

**Note:** Invitation valid for 60 days.

Use the unique invitation code to [redeem your invitation](#).

Or Login to the FPC Portal

Use your organization's Microsoft Entra ID

## Accept the Terms and Conditions

Review the [Terms and Conditions](#) of the FPC program.

Accept the Terms and Conditions.

Additional resources for the program will be available in the communication

## Payment Central

Required for incentive payments

Information required:

- Organization's credentials
- Accounting Contact
- Payment Central Contact and Preferred Currency

Email from Payment Central

- Sent to Payment Central contact to finalize setup.

## Welcome Email Confirmation

Welcome to the MWS CSP Voucher Pilot Program!

Your organization's POC will receive an email confirmation that the organization has been fully onboarded to the program.

Your organization is now published as a partner eligible to support customers:

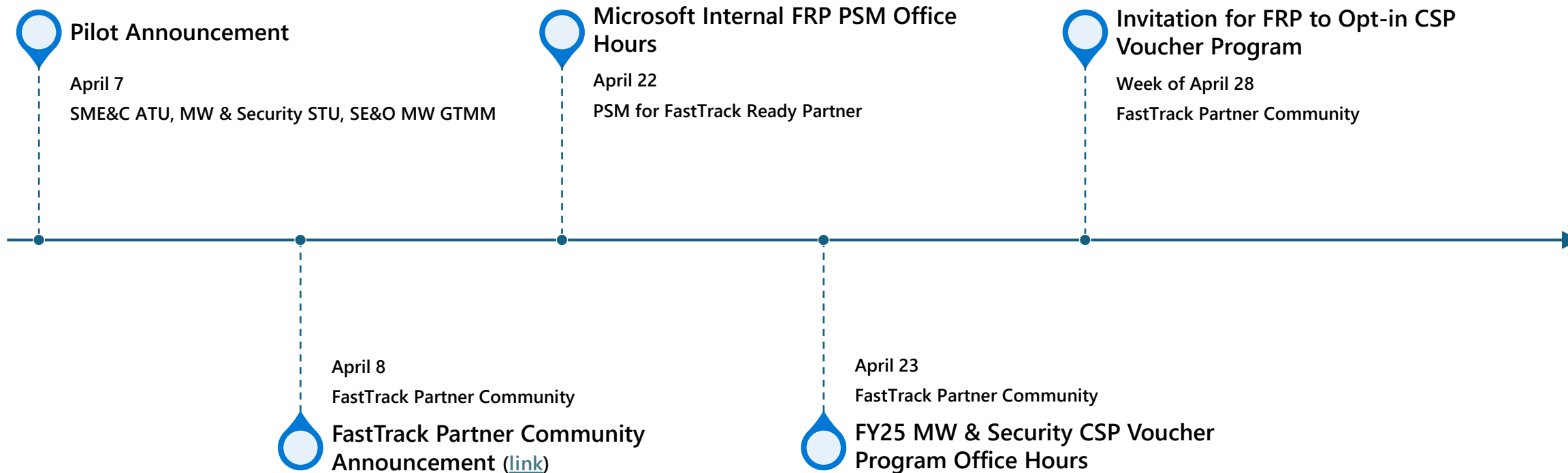
[MWS CSP Voucher Program Partners](#)

Net new partners

Existing FPC Partners

# MW & Security CSP Voucher pilot communications timeline

## Microsoft Field Communications



## Partner Communications





## + Key Links & Resources

- MW & Security CSP T&C's:  
<https://aka.ms/MWSCSPOfferTerms>
- MW & Security CSP Voucher Program KB Article:  
<https://aka.ms/MWSCSPOfferInfo>
- MW & Security CSP SOW:  
<https://aka.ms/MWSCSPSOW>
- MW & Security CSP POE:  
<https://aka.ms/MWSCSPPOE>
- Questions about onboarding partner to MW & Security CSP Voucher program?  
Contact: [PXPartnerOnboarding@microsoft.com](mailto:PXPartnerOnboarding@microsoft.com)
- More coming soon!